

Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 05169 01 OF 02 251949Z

73

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 USIA-15 /033 W

----- 073338

R 251830Z JUL 75

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 7438

UNCLAS SECTION 1 OF 2 LA PAZ 5169/1

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJ: FY 76 COMMERCIAL ACTION PROGRAM (CAP)

REF: STATE 135966

CAMPAIGN NO. 1: PETROLEUM. (A) ENLARGEMENT OF SANTA CRUZ REFINERY.
(B) CONSTRUCTION OF MULTI-PURPOSE LIQUID PIPELINE (8" DIAMETER)
AND OTHERS. (C) CONSTRUCTION OF COCHABAMBA OIL LUBRICATION PLANT.
(D) ENLARGEMENT OF COCHABAMBA REFINERY. ANNUAL MAN-DAY ALLOT-
MENTS: FSRU 4 J. HENDERSON...30MD; FSR-5 E. ROJAS... 40 MD;
FSL-5 E. ECHALAR 000
45 MD.

ACTION NO.1: YPFB AWARDED ARTHUR G. MC KEE, CLEVELAND, OHIO
CONTRACT TO DESIGN, CONSTRUCT AND RECOMMEND EQUIPMENT FOR PROJECTS
(A), (C) AND (D). EQUIPMENT SALES OPPORTUNITIES WILL
CONTINUE THROUGH 1976. J. HENDERSON AND E. ROJAS TO VISIT YPFB
MANAGEMENT (TECHNICAL, FINANCIAL AND PROCUREMENT) TO KEEP ABREAST
OF DEVELOPMENTS AND TO SUBMIT OPPORTUNITIES.

ACTION NO. 2: E. ECHALAR WILL CONTINUE ON A DAILY BASIS TO SEEK
TRADE OPPORTUNITIES, NOT ONLY IN SUPPORT OF ABOVE PROJECTS,
BUT FOR ALL YPFB'S REQUIREMENTS.

ACTION NO. 3: A MARKET RESEARCH STUDY ON NEW PIPELINE CONSTRUC-
TION AND PIPE AND CASING REQUIREMENTS WILL BE PREPARED BY E. ROJAS
AND SUBMITTED BY 11/31/75. IT IS TO INCLUDE "EARLY WARNING
OPPORTUNITIES".

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 05169 01 OF 02 251949Z

ACTION NO. 4: 18 INTERNATIONAL OIL COMPANIES NOW EXPLORING FOR

PETROLEUM. IF PETROLEUM OR GAS IS LOCATED IN LARGE QUANTITIES, VERY LARGE INCREASE IN BOLIVIAN INVESTMENTS AND OTHER EXPENDITURES EXPECTED, ESPECIALLY BY MAIN DIRECT BENEFICIARIES--YPFB, GOB, AND DEPARTMENTAL DEVELOPMENT COMMITTEES AND CORPORATIONS. ENTIRE MISSION WILL REMAIN ALERT TO TAKE ADVANTAGE OF THESE POSSIBILITIES AS THEY DEVELOP.

CAMPAIGN NO. 1: INDUSTRIAL DEVELOPMENT OF EASTERN BOLIVIA, INCLUDES MINING OF IRON ORE AND MANGANESE, ESTABLISHING IRON AND STEEL PLANTS, CEMENT PLANT, FERTILIZER PLANT, ETHYLENE PLANT AND INFRASTRUCTURE. ANNUAL MAN-DAY ALLOTMENTS: FSO-4 J. LANDBERG ... 15MD; FSRU J. HENDERSON...10 MD; FSR-5 E. ROJAS...30 MD.

ACTION NO. 1: APPEARS THAT SANTA CRUZ DEVELOPMENT COMMITTEE IS NOW INTERESTED IN ESTABLISHING THE 1,000/TON/DAILY CEMENT PLANT. E. ROJAS TO SUBMIT AN "EARLY WARNING" BY 8/29/75. THIS ACTION TO BE CONVERTED INTO SEPARATE CAMPAIGN SHOULD IT BE DETERMINED THAT THE "GO AHEAD" TO CONSTRUCT IS TO BE ISSUED.

ACTION NO. 2: ARTHUR G. MC KEE & CO. WAS CHOSEN BY EMPRESA NACIONAL DE SIDERURGIA (SIDERSA) TO PERFORM FEASIBILITY STUDY ON THE DEVELOPMENT OF EASTERN BOLIVIA. J. LANDBERG, J. HENDERSON AND E. ROJAS WILL CONTINUE TO KEEP ABREAST OF DEVELOPMENTS.

CAMPAIGN NO. 3: MINERALS: SALE OF MACHINERY, TECHNOLOGY, EQUIPMENT AND SERVICES FOR PRODUCTION BY COMIBOL AND MEDIUM MINERS. ANNUAL MAN-DAY ALLOTMENTS: FSO-4 J. LANDBERG...5 MD; FSRU J. HENDERSON...5MD; FSR-5 E. ROJAS...10MD; FSL-3 H. SOLARES...50MD.

ACTION NO. 1: E. SOLARES, ECONOMIC SPECIALIST, WILL CONTINUE TO SEEK TRADE OPPORTUNITIES ON DAILY BASIS, ESPECIALLY AT COMIBOL AND BANCO INDUSTRIAL.

ACTION NO. 2: J. HENDERSON, H. SOLARES AND E. ROJAS WILL CONTINUE TO KEEP ABREAST OF MAJOR PROJECTS DEVELOPMENT.

ACTION NO. 3: BY 8/29/75 J. LANDBERG AND E. ROJAS TO PRESENT TO COMIBOL 1974 COPY OF THOMAS REGISTER.

CAMPAIGN NO. 4: MACHINERY AND EQUIPMENT FOR TEXTILE INDUSTRY. UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LA PAZ 05169 01 OF 02 251949Z

LA PAZ A-124 OF 6/21/74 IDENTIFIED EQUIPMENT SALES, INCLUDING SEVERAL COTTON SPINNING MILLS. ANNUAL MAN-DAY ALLOTMENTS: FSL-5 J. BILBAO ...50 MD.

ACTION NO. 1: J. BILBAO TO CONTINUE SURVEYING INDUSTRY AND REPORT ON DEVELOPMENTS AND TRADE OPPORTUNITIES.

ACTION NO2: ON 10/15 J. BILBAO TO SUBMIT STATUS REPORT AS TO

LOCAL PROGRESS BEING MADE IN PROCUREING COTTON SPINNING
MILL PROJECTS.

ACTION NO. 3: "FOREIGN BUYERS PROGRAM": J. BILBAO TO IDENTIFY
CANDIDATE AND PROMOTE PROGRAM.

CAMPAIGN NO. 5: CONSTRUCTION: (A) HOTELS (B) ROADS (C) LARGE
BUILDINGS. ANNUAL MAN-DAY ALLOTMENTS: FSR-5 E. ROJAS ... 15MD;
FSR-3 R. DUDLEY...10MD; FSL-5 E. ECHALAR...20MD.

ACTION NO. 1: E. ROJAS TO UPDATE MARKET RESEARCH STUDY ON
ROAD CONSTRUCTION ACTIVITIES AND WILL SUBMIT REPORT BY 10/30/75.

ACTION NO. 2: E. ECHALAR TO CONTINUE SEEKING TRADE
OPPORTUNITIES FOR HOTEL AND CONSTRUCTION EQUIPMENT.

ACTION NO. 3: R. DUDLEY USAID CHIEF ENGINEER TO SEEK GOVERN-
MENT ROAD CONSTRUCTION PLANS DURING PERIODIC VISITS TO SERVICIO
NACIONAL DE CAMINOS.

ACTION NO. 4: E. ROJAS TO WRITE BY 2/28/76 MARKET RESEARCH
REPORT ON NEED FOR CONSTRUCTION MATERIALS AND EQUIPMENT.

ACTION NO. 5: FOREIGN BUYERS PROGRAM: E. ECHALAR TO IDENTIFY
CANDIDATE AND PROMOTE PROGRAM.

CAMPAIGN NO. 6: AGRICULTURE EQUIPMENT. ANNUAL MAN-DAY ALLOTMENTS:
FSO-4 J. MC LEAN... 10MD; FSR-5 E. ROJAS...10MD.

ACTION NO. 1: E. ROJAS WILL KEEP ABREAST OF AGRO-INDUSTRIAL
PLANT PROJECTS BEING CONSIDERED BY COMITE DE OBRAS PUBLICAS DE
SANTA CRUZ.

ACTION NO. 2: P. MC LEAN, ECONOFF, TO CONTINUE SEEKING
AGRICULTURAL COMMODITY TRADE OPPORTUNITIES.

ACTION NO. 3: P. MC LEAN TO CONTINUE TO SUBMIT AGRICULTURAL
COMMODITY REPORTS, INCLUDING ROUGH ESTIMATES OF FARM EQUIPMENT RE-
QUIREMENTS.

ACTION NO. 4: EXISTS POSSIBILITY THAT MIN AG WILL PURCHASE
SEVERAL MILLION DOLLARS WORTH OF FARMING EQUIPMENT. LONG SERIES
OF TRADE OPPORTUNITIES ALREADY SUBMITTED ON BASIS OF MIN AG
INTEREST. PURCHASING DECISION MAY NOT BE MADE IN NEAR FUTURE.
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 LA PAZ 05169 01 OF 02 251949Z

E. ROJAS WILL

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 LA PAZ 05169 02 OF 02 252149Z

73

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 USIA-15 /033 W

----- 075345

R 251830Z JUL 75

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 7439

UNCLAS SECTION 2 OF 2 LA PAZ 5169

MAKE PERIODIC CALLS ON MIN AND HIS STAFF TO OBTAIN GOVT.
PROCUREMENT PLANS.

ACTION NO. 5: FOREIGN BUYERS PROGRAM: E. ROJAS TO IDENTIFY
CANDIDATE AND PROMOTE PROGRAM.

ACTION NO. 6: E. ROJAS WILL KEEP ABREAST OF DEMAND FOR AGRI-
CULTURAL MACHINERY GENERATED BY AGRICULTURAL CREDIT PORTIONS OF
AID LOANS BY CONTACT WITH USAID RURAL DEVELOPMENT DIVISION AND
PARTICIPATING BANKS.

CAMPAIGN NO. 7: COCHABAMBA WATER SUPPLY PROJECT. SALES OF MATERIALS
AND SERVICES. ANNUAL MAN-DAY ALLOTMENTS: FSR-5 E. ROJAS .. 7MD;
FSL-5 E. ECHALAR -- 15 MD.

ACTION NO. 1: E. ROJAS AND E. ECHALAR WILL KEEP ABREAST OF DEVEL-
OPMENT AND REPORT TRADE OPPORTUNITIES.

CAMPAIGN NO. 8: RAILROAD DEVELOPMENT. ANNUAL MAN-DAY ALLOTMENTS:
FSL-5 J. BILBAO ... 40 MD.

ACTION NO.1: GOB HAS STARTED TO PURCHASE EQUIPMENT FOR SECOND
PHASE OF RAIL REHABILITATION. TRADE OPPORTUNITIES WILL BE SENT WHEN
AVAILABLE. J. BILBAO TO KEEP ABREAST OF DEVELOPMENTS.
SURVEY CAMPAIGN.

ACTION NO.1: AIRCRAFT INDUSTRY. SURVEY INDUSTRY AND SUBMIT
MARKET RESEARCH REPORT.

ACTION NO. 2: CONSULTING SERVICES. LA PAZ A-85 PROVIDED LIST
OF 53 PRE-FEASIBILITY STUDIES (PUBLIC SECTOR) GOB IS INTERESTED IN
PERFORMING DURING 75/76. FINANCING NOW BEING ARRANGED. TRADE
OPPORTUNITIES WILL BE SUBMITTED WHEN AVAILABLE. SURVEY OF THESE
PROJECTS WILL BE SUBMITTED: GOB NOW NEGOTIATING LOAN WITH CAF TO
PERFORM PRE-FEASIBILITY STUDIES FOR NUMEROUS PROJECTS FOR PRIVATE
SECTOR. TRADE OPPORTUNITIES WILL BE SUBMITTED WHEN AVAILABLE.
SUVEY OF THESE PROJECTS WILL BE SUBMITTED.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 05169 02 OF 02 252149Z

ACTION NO. 3: SUBMIT REQUEST TO PARTICIPATE IN SANTA CRUZ
AGRICULTURE FAIR, SEPTEMBER, 1976.

ACTION NO. 4: RIVER TRANSPORTATION. SURVEY THIS SYSTEM TO
DETERMINE WHETHER THERE IS A MARKET FOR US PRODUCTS.

ACTION NO. 5: BOLIVIAN ECONOMY IS EXPANDING AND THUS US FIRMS
MUST BE SUPPLIED WITH BASIC INFORMATION AND IN PARTICULAR TO

IDENTIFY THE POLICIES THE GOB AND STATE ENTERPRISES EMPLOY TO
EFFECT PURCHASES. WHEN TIME PERMITS, BASIC "DOING BUSINESS IN
BOLIVIA" REPORTS WILL BE SUBMITTED.

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAPAZ05169
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750258-0060
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750722/aaaaatqh.tel
Line Count: 226
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 135966
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 10 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 MAR 2003 by ThomasVJ>; APPROVED <15 MAR 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FY 76 COMMERCIAL ACTION PROGRAM (CAP)
TAGS: BEXP, BL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006